

Business Developer

Descrição da função

We are looking for a **Business Developer (ContiService)** to join our Sales Team (Marketing&Sales).

- Follow up market business development within PLT tires and identify potential new customers;
- Identify competitors controlled distribution strategy and initiatives;
- Promote and develop partnerships with external providers which can add value to Contiservice business;
- Ensure the continuous follow up of the existing customers, adopting the strategy of product/ pricing/ communication approach for each channel;
- Define together with Marketing team targets and commercial conditions with each customer in alignment with the Company strategy;
- Manage and develop the Renting Fleet customer portfolio, aligned with Central KAM strategy;
- Lead and develop a highly qualified team.

Requisitos

- University Degree in Management/Engineering/Marketing or similar (preferred);
- 3 - 5 years in a similar function (preferred)
- Experience in retail network/franchising (preferred)
- Strong customer orientation, problem solving and analytical mind set;
- Proactive, willingness to bring topics forward and a good team player;
- Strong interpersonal and communication skills;
- Availability for travel (all the country).

O que oferecemos

We offer:

- Integration in a challenging and international work environment;
- Local employment contract with attractive remuneration package and benefits;
- Agile and collaborative working style;
- Continuous professional training and excellent possibilities of personal and professional development.

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded



Identificação da vaga
REF87414J

Área funcional
Marketing and Sales

Local
Lousado

Nível de liderança
Leading People

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Pneus S.A.

in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary.

With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.